Trust Notes

In a development of possible long-term significance to the trust business, the Securities and Exchange Commission has proposed allowing performance to be the basis for **investment advisers' fees.**

Commissioners adopted the proposal which will be subject to a comment period for 90 days after it is published in the Federal Register.

The rule would apply only to accounts of individuals and partnerships that exceed $150,000. Investment companies would not be affected.

Some investment advisory firms registered with the SEC are affiliated with banks. Also, if the principle of performance fees is established among investment counseling firms, it might be adapted to trust departments.

■

Karen J. Cole, senior vice president at InterFirst Bank Houston NA, was elected chairman of the Texas Bankers Association Trust Division at its recent convention in Fort Worth.

■

The Investment Weathervane maintained by Kidder, Peabody & Co. Inc. has turned neutral.

In its investment policy bulletin, the firm says the Weathervane "sorts the positive, neutral, and negative points as we expect them to be affecting the stock market in coming months."

The last time Kidder ran through the exercise in mid-February 1982, the Weathervane registered nine positive factors, one neutral and six negative. In mid-May, it read four positive, five neutral, and five negative.

Budget policy is the only factor shifting all the way from positive to neutral in that interval. "A muddling through from here is expected, possibly until after the 1984 election," Kidder says.

But the factor Kidder labels as "international geopolitics" shifted all the way from negative to positive. Kidder sees more serious U.S. and Soviet efforts toward a more peaceful climate.

■

The Putnam Information Sciences Trust is a new mutual fund to invest in companies its sponsors say "are making possible the productivity gains of the information age."

Putnam Management Co. Inc. has priced the fund shares at $15 each in an offering that expires June 23. The Boston firm manages $11 billion in 18 mutual funds and institutional accounts

Putnam said the new fund will focus on six sectors of what it calls the information sciences industry: computer equipment, computer services, electronic components, communications equipment and services, cable broadcasting, television, radio, and publishing and data base information services.

■

Towers, Perrin, Forster & Crosby, New York management consulting firm, says **ERISA excess plans** are becoming more popular among large companies.

Such plans, which have no preferential tax treatment, seek to provide pension benefits not available to higher-paid plan participants because of ceilings imposed by the Employee Retirement Income Security Act.

In a sampling of 76 major industrial firms, Towers Perrin says 71 have ERISA excess plans, compared with 64 in 1982. It says 70 of these use the excess plans to augment defined benefit pension plans, and of these, 10 also use them to augment defined contribution plans.

The Billion-Dollar Stockholders

March 31, 1983

1.	J.P. Morgan & Co., Inc., New York	$14,492.9	81.	Boston Company Inc.	2,073.3
2.	College Retirement Equities Fund, New York	11,631.5	82.	Lincoln First Banks Inc., Rochester, N.Y.	2,036.3
3.	Bankers Trust New York Corp.	9,568.3	83.	First Trust Co., St. Paul	1,999.3
4.	Batterymarch Financial Management, Boston	[8,614.9]	84.	First City Bancorp., Dallas	1,963.0
5.	Donaldson, Lufkin & Jenrette Securities Corp., New York	[8,564.4]	85.	Exxon Corp., New York	1,927.7
6.	State Street Research & Management, Boston	8,509.7	86.	Eaton & Howard, Vance Sanders Inc., Boston	1,917.5
7.	Citicorp, New York	8,134.5	87.	Maryland State Retirement Systems, Baltimore	1,858.9
8.	Prudential Insurance Co., Newark, N.J.	7,941.8	88.	Metropolitan Life Insurance Co., New York	1,844.6
9.	T. Rowe Price Associates, Baltimore	7,337.0	89.	Dreyfus Corp., New York	1,844.5
10.	Fayez Sarofim & Co., Houston	7,123.0	90.	Mercantile Bancorp. Inc., St. Louis	1,778.7
11.	Putnam Management Co., Boston	7,059.1	91.	Hartford National Bank & Trust Co.	[1,765.8]
12.	Wells Fargo Bank NA, San Francisco	[6,877.9]	92.	Endowment Management & Research, Boston	1,745.5
13.	Chemical New York Corp.	6,268.1	93.	Connecticut Bank & Trust Co., Hartford	1,720.7
14.	Capital Guardian Trust Co., Los Angeles	6,195.4	94.	Gulf Oil Corp., Pittsburgh	1,713.5
15.	Bank of California NA, San Francisco	6,105.8	95.	Brundage, Story & Rose, New York	1,700.9
16.	Morgan Stanley Inc., New York	6,001.8	96.	David L. Babson & Co., Inc., Boston	1,698.3
17.	Wellington/Thorndike, Boston	5,936.0	97.	Hong Kong & Shanghai Banking Corp., New York	1,644.9
18.	Harris Trust & Savings Bank, Chicago	5,877.2	98.	Interfirst Corp., Dallas	1,639.9
19.	First Interstate Bancorp., Los Angeles	5,733.8	99.	Allstate Insurance Co., Northbrook, Ill.	1,611.1
20.	Manufacturers Hanover Corp., New York	5,659.6	100.	Fred Alger Management Co.Inc., New York	1,609.3
21.	Equitable Life Assurance Society, New York	5,445.8	101.	Fidelcor Inc., Philadelphia	1,598.1
22.	Travelers Corp., Hartford	5,438.3	102.	CIC Asset Management, New York	1,573.2
23.	Mellon National Corp., Pittsburgh	5,284.3	103.	• Invesco Capital Management Inc.	1,555.8
24.	Chase Manhattan Corp., New York	5,134.7	104.	Brown Brothers Harriman & Co., New York	1,548.5
25.	California Public Employees Ret. System, Sacramento	5,126.5	105.	Weiss, Peck & Greer, New York	1,534.9
26.	Crocker National Corp., San Francisco	4,838.1	106.	BEA Associates Inc., New York	[1,530.5]
27.	U.S. Steel & Carnegie Pension Fund, Pittsburgh	4,763.2	107.	Value Line Inc., New York	1,525.0
28.	Delaware Management Co. Inc., Philadelphia	4,641.9	108.	Torchmark Corp., Birmingham, Ala.	1,523.6
29.	American National Bank & Trust Co., Chicago	4,588.9	109.	Bank of New England Corp., Boston	1,512.4
30.	Northern Trust Corp., Chicago	4,576.2	110.	Dodge & Cox Inc., San Francisco	1,508.6
31.	Capital Research & Management Co., Los Angeles	4,543.8	111.	Colorado Public Employees Retirement Assn., Denver	1,480.8
32.	Jennison Associates Capital Corp., New York	4,451.8	112.	Trust Co. of Georgia, Atlanta	1,437.6
33.	New York State Teachers Retirement, Albany	4,320.9	113.	Lazard Freres & Co.,New York	1,406.9
34.	Scudder Stevens & Clark, New York	4,292.1	114.	Berkshire Hathaway Inc., Omaha	1,400.1
35.	Loomis, Sayles & Co., Inc., Boston	4,286.6	115.	Mercantile Bankshares Corp., Baltimore	1,399.8
36.	FMR Corp., Boston	4,215.0	116.	Glenmede Trust Co., Philadelphia	1,395.2
37.	National City Bank, Cleveland	4,175.6	117.	American Telephone & Telegraph Index Fund, New York	1,375.6
38.	AmeriTrust, Cleveland	4,055.1	118.	• Century Capital Associates, New York	1,365.3
39.	State Farm Mutual Automobile Ins. Co., Bloomington, Ill.	3,850.2	119.	Norwest Bank, Minneapolis	1,355.9
40.	Kemper Financial Services, Chicago	3,841.1	120.	Bethlehem Steel Pesion Trust, Bethlehem, Pa.	1,346.2
41.	General Electric Pension Trust, Stamford, Conn.	3,833.7	121.	Harvard University, Cambridge, Mass.	[1,327.5]
42.	Forstmann-Leff Associates, New York	3,806.7	122.	Criterion Management Co., Houston	1,312.3
43.	Lord, Abbett & Co., New York	3,732.6	123.	• Colonial Management Associates Inc., Boston	1,311.3
44.	Cigna Corp., Hartford	3,630.5	124.	Columbia Management Co., Portland, Ore.	1,310.4
45.	Centerre Bancorp., St. Louis	3,566.6	125.	Fifth Third Bank, Cincinnati	1,308.1
46.	Eberstadt Asset Management, New York	3,559.1	126.	Texas Commerce Bancshares Inc., Houston	1,302.2
47.	Bank of Boston Corp.	3,545.0	127.	Miller, Anderson & Sherrerd, Bala Cynwyd, Pa.	1,296.3
48.	Sears Investment Management Co., Chicago	3,533.8	128.	Boatmen's Bancshares Inc., St.Louis	1,295.1
49.	University of California, Berkeley	3,520.5	129.	Shawmut Corp., Boston	1,292.7
50.	Stein Roe & Farnham, Chicago	3,508.3	130.	• Investors Research Corp., Kansas City, Mo.	1,280.0
51.	Fiduciary Trust Co., New York	3,464.8	131.	Wachovia Corp., Winston-Salem, N.C.	1,269.0
52.	Neuberger & Berman, New York	3,458.9	132.	NCNB Corp., Charlotte, N.C.	1,260.4
53.	Bank of New York	3,433.1	133.	Lehman Brothers Kuhn Loeb Inc., New York	1,236.1
54.	United States Trust Co., New York	3,386.5	134.	• Bernstein Macaulay Inc., New York	1,214.1
55.	E.I. duPont de Nemours, Wilmington, Del.	3,308.7	135.	• American Financial Corp., Cincinnati	1,197.1
56.	Teledyne Inc., Los Angeles	3,268.2	136.	Pittsburgh National Bank	1,189.5
57.	Pioneering Management Corp., Boston	3,250.5	137.	First National Bank of Minneapolis	1,176.9
58.	MacKay-Shields Financial Corp., New York	3,220.6	138.	Rhode Island Hospital Trust, Providence	1,168.4
59.	First Chicago Corp.	3,179.3	139.	• Investors Stock Fund Inc., Minneapolis	1,167.0
60.	Texas Teacher Retirement System, Austin	3,103.6	140.	• General American Investors Co. Inc., New York	1,156.3
61.	Aetna Life & Casualty Co., Hartford	3,078.1	141.	• Security Pacific Corp., Los Angeles	[1,144.5]
62.	NBD Bancorp. Inc., Detroit	3,014.6	142.	Comerica Inc., Detroit	1,143.4
63.	Alleghany Corp., New York	3,008.7	143.	Capital Supervisors Inc., Chicago	1,137.8
64.	Oppenheimer Holdings Inc., New York	2,993.2	144.	• National Securities & Research Corp., New York	[1,121.7]
65.	Continental Illinois National Bank & Trust Co., Chicago	2,951.0	145.	• Gulf & Western Industries Inc., New York	1,085.4
66.	Wilmington Trust Co., Del.	2,863.2	146.	• First Manhattan Co., New York	[1,074.0]
67.	Rosenberg Capital Management, San Francisco	2,807.5	147.	• Wright Investors Service, Bridgeport, Conn.	1,071.2
68.	Massachusetts Financial Services Co., Boston	2,758.6	148.	• IntraWest Bank of Denver NA	1,071.0
69.	American General Corp., Houston	2,709.9	149.	• Merrill Lynch Asset Management, New York	1,070.4
70.	TCW Asset Management Co., Los Angeles	2,692.5	150.	First Kentucky National Corp., Louisville	1,063.2
71.	Girard Bank, Philadelphia	2,683.9	151.	• Central Trust Co. NA, Cincinnati	1,057.5
72.	RepublicBank Corp., Dallas	2,633.2	152.	• USF&G Inc., Baltimore	[1,049.9]
73.	Wisconsin Investment Board, Madison	2,592.3	153.	• First Wisconsin Corp., Milwaukee	1,046.3
74.	Manufacturers National Bank., Detroit	2,522.2	154.	• Citizens & Southern National Bank, Atlanta	1,036.5
75.	Ohio State Teachers Retirement Board, Columbus	2,435.7	155.	Nationwide Mutual Insurance Co., Columbus, Ohio	1,026.2
76.	J.& W. Seligman & Co., New York	2,383.6	156.	Robert Wood Johnson Foundation, Princeton, N.J.	1,017.9
77.	Provident National Corp., Philadelphia	2,340.6	157.	Wertheim & Co.Inc., New York	1,017.7
78.	State Street Boston Corp.	2,242.6	158.	• Texas American Investment Services Inc., Ft.Worth	[1,014.6]
79.	First Pennsylvania Bank, Philadelphia	2,230.8			
80.	BankAmerica Corp., San Francisco	2,175.8			

Source: 13-F reports to the Securities and Exchange Commission, as collated by Computer Directions Advisors Inc., Silver Spring, Md.
• Denotes institution not in list for previcus quarter.
Equity holdings for earlier quarter-ends are in brackets. CDA did not receive latest quarterly reports from SEC in time for publication.

Trust Text . . .

Continued from page 6

fashion. During this phase of an interest rate cycle, emphasis is put on reducing coupons, maintaining or again slightly extending maturities, but now picking up par value by utilizing the gains derived from the sale of the higher coupon bond purchased during the upward leg of interest rates.

An effort is made here to maintain yield to maturity and quality while passing through gains to the unit holders. Also, with increased par value, we try to at least match the gross income flow so that there will not be any significant decline in the income per unit.

What is really being accomplished through this declining interest rate period is the recapturing of market value (ultimately available for remaindermen) which offsets the losses suffered earlier when interest rates were rising.

The tax benefits to the income beneficiary from earlier distribution of realized losses are reversed by the second step of distributing gains. In other words, each participant in our tax free fund is viewed as being in that fund for an entire interest rate cycle. If this is not a reasonable expectation, then an account should probably not participate in the fund.

When the cycle is complete, our goal is to have achieved an incremental income gain and principal return over a "market" index. In this way, our income beneficiaries have derived some benefit while the remainder interests have been taken into account. ■

American Banker classifieds
Get results every time.
Try one today

6/24/83
C0175-1

1553890000015 1/ 2/84 0493
SAMPLE
STATISTICAL REFERENCE INDEXDD*
JOHN P KENNEDY DD*
4520 EAST - WEST HIGHWAY
SITE 801
BETHESDA MD 20814

American Banker

The Only Daily Banking Newspaper

VOL. CXLVIII NO. 121 | Wednesday, June 22, 1983 | 148th Year

Treasury Drafts Loophole-Closing Legislation

By JAY ROSENSTEIN

WASHINGTON — The Reagan administration plans to send to Congress within about a week its blueprint for settling disputes over who can own a bank, where, and what powers the industry should have.

Work on a draft bill is being prompted by innovations in the marketplace as well as in state legislatures, which have helped reshape the lines of competition between banks, nonfinancial firms, and others.

The legislative proposals under consideration are part of a revision to a bill recommended by the administration more than a year ago that would dramatically expand the powers of bank holding companies by permitting them, through separate subsidiaries, to engage in virtually any financial service.

Treasury Department General Counsel Peter J. Wallison met Tuesday, at the invitation of the American Bankers Association, with about 50 representatives of financial industry trade groups in a closed-door session to discuss the current status of the bill.

According to interviews later in the

➳ Loophole: Page 31

Citibank, Bank of America Are Top Lenders

Citi No. 1 in Business, Overseas; BofA Leads in Consumer, Farm Loans

By L. MICHAEL CACACE

NEW YORK — Who are the top U.S. commercial banks in business, foreign, agricultural, real estate, and consumer lending?

Citibank NA, New York, is the top bank lender to business and to foreigners, while the Bank of America NT&SA, San Francisco, is number one in agricultural, real estate, and consumer lending.

These are some of the findings of the American Banker's newly expanded survey of the top lenders, published today. The survey has been enlarged to cover foreign lending, agricultural lending, real estate lending, and consumer lending by commerical banks. Previously, the survey focused solely on business loans.

The survey is based on Dec. 31, 1982, data from schedule A of the Report of Condition, or call report, submitted by banks to the federal regulatory agencies. The data were supplied to the American Banker by the network services division of Automatic Data Processing, New York. The network services division offers remote computing services and specialized data bases in economics, finance, banking, and securities.

Citibank had $40.7 billion in commercial and industrial loans at yearend 1982. It was also the top business lender in 1981, with $38 billion in these loans. Over two-thirds of Citibank's business loans, or $27.4 billion, were to foreign businesses. And the remainder, or $13.3 billion, were to U.S. firms.

➳ Top Lenders: Page 34

Mercantile, Southwest Plan Merger

By TERESA CARSON

NEW YORK — Mercantile Texas Corp., Dallas, and Southwest Bancshares Inc., Houston, will combine, creating the third largest banking company in Texas, the two companies announced Tuesday.

The $9.8 billion-asset Mercantile, fifth largest in Texas, controls 27 Texas banks. The $7.1 billion-asset Southwest, sixth largest, has 36 banks. Despite the size of the merger, it is not expected to run into trouble from bank regulators.

Gene H. Bishop, the widely respected chairman of Mercantile, will be chief executive of the new company. Chairman John T. Cater of Southwest,

➳ Texas: Page 39

Drop in Number of Banks Predicted

Industry Observers Anticipate One-Third Decline by 1990

By LAURA GROSS

NEW YORK — By 1990 the number of banks in the nation will decline by almost one-third, from 15,000 today to 9,600 seven years from now, according to a consensus of bankers, investment bankers, regulators, legislators, executives of nonbanks, and financial analysts.

Their projections form the basis for a new survey released Tuesday by Arthur Andersen & Co., the consulting firm, and the Bank Administration Institute. The cost of the survey, which has been in progress for a year, was not disclosed.

In addition to looking to the future through the eyes of about 300 industry participants and observers, the report, called "New Dimensions in Banking: Managing the Strategic Position," points out misperceptions among the various intermediaries about the business plans of their competitors.

Furthermore, the survey details 13 strategic success factors which BAI and Andersen believe will improve a bank's ability to differentiate itself and operate profitably in the 1980s.

Using the Delphi forecasting method to predict future trends, the survey projects that smaller banks with under $100 million in assets will experience a 41% decline in number to 7,800; medium-size banks in the $100 million- to $1 billion-asset range will decline 12% in number to 1,550; and large banks with over $1 billion in assets are

➳ BAI: Page 10

INSIDE

American Banker Ranks the Top Lenders
Tables Begin on Page 25

International Briefing
Declining inflation has led the way to a return of confidence and sustained economic growth says an IMF report....2

Rescheduling Concerns
According to a recent survey, banks' concerns with rescheduling primarily deal with forming a united front in revising loans. Bankers favor developing an international management committee to deal with problem loans....2

Midland Bank's ATMs
In England, Midland Bank is experimenting with free-standing cashier windows that are secure and a step ahead of similar set-ups in the U.S.: OPERATIONS AND TECHNOLOGY....2

Marketing Manager in Crucial Position
A variety of factors, from increased position to deregulation, have made the position of chief marketing manager the most crucial in banking today: MARKETING MANAGEMENT....4

Before the Courts....21

Bank Stocks....38

Calendar of Events....15

The ETS 5100 System — It's about time.

The ETS 5100 System is the result of the most advanced ATM thinking around—our own and that of many leading financial institutions.

Here's one example. The ETS 5100 can complete a typical transaction in as little as 15 seconds. Which means the most advanced ATM ever is also the quickest ATM ever—to keep even your fastest customers satisfied.

The ETS 5100 System from Docutel/Olivetti. Its speed means money. For you and your customers. Call your Docutel/Olivetti sales representative for all the other reasons. You'll see that betting thinking really does make for a better ATM.

DOCUTEL | olivetti — We want more of your business.

SSI *REPORT*

OBJECTIVE CSSII

The 1983 Corporate Shareholder System User Meeting was held in Lake Tahoe, Nev., June 19-22. Over 125 corporate representatives participated in the final design for the recently announced Comprehensive Securities System (CSSII) package.

Diane Olson of CENTEL Corp., chairman of the CSS User Board, in her welcome address, called attention to the unique opportunity for users to have such a great amount of input into the design and structure of this new system. She challenged the attendees to capitalize on that opportunity and make CSSII the ultimate system for their needs.

CSSII is being jointly developed by SSI and CSS Users. CSSII will process the broadest range of fiduciary instruments with the latest technology. CSS Users have long maintained the leadership position in the shareholder recordkeeping arena and CSSII will capitalize on that experience with a system for the 90's.

For Details, Contact
John Finch, VP, Stockholder Systems, Inc.
1965 N. Park Pl., Atlanta, GA 30339
404/952-3387

FHLBB Issues Net Worth Certificates

Washington Bureau

WASHINGTON — The Federal Home Loan Bank Board Tuesday announced that it has issued a second round of approvals for net worth assistance applications from savings and loan associations.

Six associations have been issued promissory notes in exchange for net worth certificates as authorized by the 1982 Depository Institutions Act, intended to stabilize the thrift industry.

PThe FHLBB was relatively slow with its first round of approvals for net worth assistance, following a similar action by the Federal Deposit Insurance Corp. by five months. However, the the newest issuance of promissory notes by the FHLBB came less than one month after the first.

In a release concerning the recent approvals, the Bank Board identified the associations and the amounts they received as follows: Metropolitan Federal Savings and Loan Association, Denville, N.J., $725,000; Brooklyn Federal Savings and Loan Association, N.Y., $250,000; The Homestead Savings and Loan Association, Utica, N.Y., $300,000; Bankers Federal Savings and Loan Association, New York City, $825,000; Northern Virginia Savings and Loan Association, Arlington, Va., $1,275,000; and Nile Valley Federal Savings and Loan Association, Scottsbluff, Neb., $125,000. ■

Berry and Boyle Form Realty Investment Firm

BOSTON — Berry and Boyle is the name of the newly formed real estate investment firm established by Stephen B. Boyle and Richard G. Berry. Both were with E.F. Hutton & Co. Inc.

The new firm has offices at 6 Faneuil Hall Marketplace, Boston.

Mr. Boyle had been founder and president of Hutton Real Estate Services Inc. and was also a first vice president of E.F. Hutton & Co. Mr. Berry was executive vice president of HRES and also served as the Hutton subsidiary's director of acquisitions.

Mason of 1st United Announces Retirement

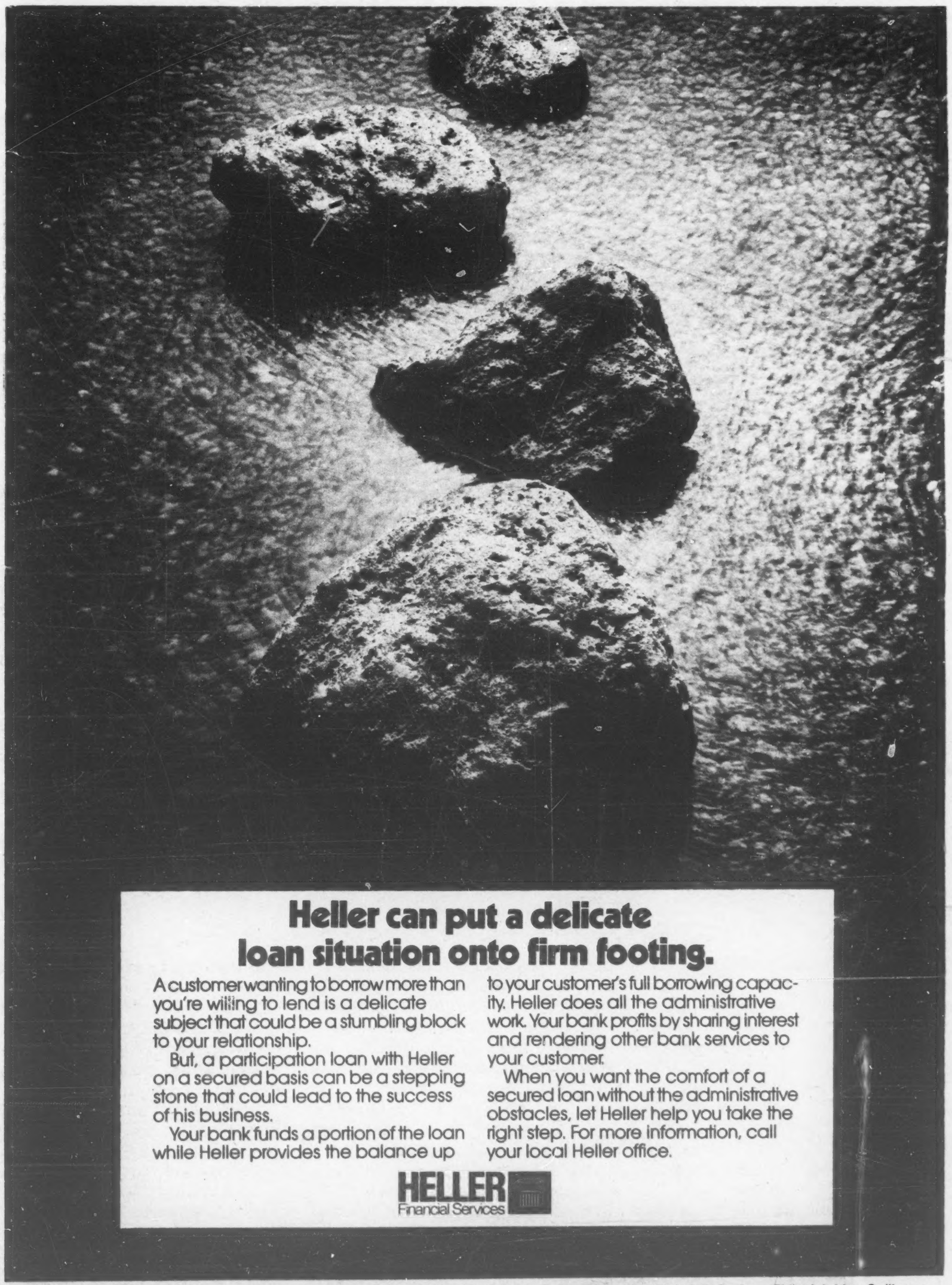
DALLAS — Paul Mason, chairman of First United Bancorp. Inc. of Fort Worth, said he will retired as chief executive officer of the company at the end of the year. Mr. Mason, 63, told the holding company's board of his plans last week.

Mr. Mason's announcement comes just before the June 28 merger of First United with InterFirst Corp. of Dallas. Mr. Mason said his resignation is for personal reasons and does not reflect any dissatisfaction with the merger.

"This is something I am pleased about and it is something I initiated," Mr. Mason said.

The merger plans called for Mr. Mason to become a vice chairman of InterFirst, but Mr. Mason said he is too close to normal retirement to take on a new job such as vice chairman.

Mr. Mason is expected to be elected a direcor of InterFirst in July and he will serve as a consultant to the company. He also plans to remain a director of the First National Bank of Fort Worth, the lead bank of First United, and chairman of the executive committee. ■


Heller can put a delicate loan situation onto firm footing.
A customer wanting to borrow more than you're willing to lend is a delicate subject that could be a stumbling block to your relationship.
But, a participation loan with Heller on a secured basis can be a stepping stone that could lead to the success of his business.
Your bank funds a portion of the loan while Heller provides the balance up to your customer's full borrowing capacity. Heller does all the administrative work. Your bank profits by sharing interest and rendering other bank services to your customer.
When you want the comfort of a secured loan without the administrative obstacles, let Heller help you take the right step. For more information, call your local Heller office.
HELLER
Financial Services
Walter E. Heller & Company, 105 W. Adams St., Chicago, IL 60603. Other offices in New York • Montclair, NJ • Boston • Philadelphia • Baltimore Syracuse • Minneapolis • Detroit • Cleveland • Cincinnati • Kansas City • Atlanta • Miami • Tampa • Birmingham • New Orleans • Houston • Dallas San Antonio • Phoenix • Tucson • Albuquerque • Salt Lake City • Los Angeles • Newport Beach, CA • San Francisco • Portland • Seattle • Spokane Boise • San Juan, P.R. Heller services are also available in Canada and 23 other countries around the world.

Sources for Lender Tables

In today's edition, the American Banker presents listings that rank the top 100 commercial banks in the nation in five lending categories: (1) commercial and industrial loans, (2) foreign loans, (3) farm loans, (4) real estate loans, and (5) consumer loans.

The data for these listings are from the federal regulatory Report of Condition, or call report, for Dec. 31, 1982. These data were compiled for the American Banker by the Network Services Division of ADP, New York.

ADP maintains a data base for the Report of Condition for the latest five years. Data for prior years are adjusted for mergers in the current year. Thus, in the listings the data shown for 1981 have been restated for mergers occuring in 1982. This is true for all the listings except commercial and industrial loans.

In the case of C&I loans, 1981 data have not been restated. The American Banker statistics department, which had historical data on C&I loans, changed the 1981 data provided by ADP to show the C&I loans outstanding in 1981 as reported in 1982 (unadjusted for mergers). In addition, the 1981 C&I lending ranks and the 1982 assets for the banks are from the American Banker's files.

All of the loan data were extracted from schedule A (loans) of the call report. Schedule A has three columns: column A — consolidated bank; column B — domestic offices of bank; and column C — foreign offices and Edge and agreement subsidiaries. For each item, column A is the sum of columns B and C.

Total commercial and industrial loans is the sum of C&I loans to U.S. addressees (item 5a, column A) and C&I loans to non-U.S. addresses (item 5b, column A).

Total foreign loans is the sum of eight items from schedule A: loans to foreign governments and official institutions (item 7a, column A); loans to foreign banks (item 2b(1) and 2c(2), column A); C&I loans to foreign businesses (item 5b, column A); loans to brokers and dealers in securities (item 3a, column C); other loans for purchasing or carrying securities (item 3b, column C); loans to other financial institutions (item 2e, column C); and all other loans (item 7b, column C).

Total farm loans, as defined by the American Banker, are the sum of real estate loans secured by farmland (item 1b, column B) plus loans to finance agricultural production and other loans to farmers (item 4, column A).

Total real estate loans are the sum of all real estate loans secured primarily by real estate (item 1, column A), including construction and land development, loans secured by farmland, loans secured by residential properties, and loans secured by nonfarm, nonresidential properties, plus loans to real estate investment trusts and mortgage companies in the U.S. (item 2a, column A).

Consumer loans are loans made to individuals for household, family, and other personal expenditures (item 6, column A). These include automobile installment loans; retail credit card plans; check credit; revolving credit plans; mobile home and other retail consumer goods installment loans; home improvement loans; single-payment and installment loans for household, family, and other personal expenditures; and one- to four-family home mortgage loans (item 1c, column B).

—L. Michael Cacace

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cover 1, p.24-26, 28, 30,

32-35.